

Message Text

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ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W
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R 181447Z NOV 75
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 6890

UNCLAS MOSCOW 16608

USDOC FOR BEWT/TPD THOMPSON

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: INLEGMASH 76

REF: A) USDOC 13449; B) USDOC 16815

1. DEPUTY DIRECTOR AND COMMOFF, USCOMOFF, MET WITH SOVIET OFFICIALS FROM MINISTRY OF MACHINE BUILDING FOR LIGHT, FOOD AND DOMESTIC APPLIANCE INDUSTRY AND USSR CHAMBER OF COMMERCE AND INDUSTRY ON NOVEMBER 14 TO DELIVER LIST OF PARTICIPATING FIRMS AND TO DISCUSS QUESTIONS RAISED IN REFTELS.

2. SOVIET OFFICIALS PLEASE TO RECEIVE LIST (REF B), BUT WANTED TO KNOW WHY THE US FIRM PLATT SACO LOWELL, TEXTILE MACHINERY DIVISION OF STONE-PLATT INDUSTRIES LTD. HAD NOT BEEN INCLUDED ON THIS LIST. WE ADVISED THAT PERHAPS FIRM WOULD PARTICIPATE THROUGH U.K. PRINCIPAL.

3. WE HAD HOPED THAT THE MINISTRY WOULD HAVE ALREADY REVIEWED COMPANY LITERATURE SENT TO THEM ON NOVEMBER 10 AND BEEN ABLE TO SUGGEST SPECIFIC PIECES FOR DISPLAY, BUT OFFICIALS ADVISED THAT THERE HAD NOT BEEN TIME FOR REVIEW (OF THE 23 COMPANY BROCHURES RECEIVED FROM MILAN, ONLY EIGHT FIRMS ARE LISTED IN REF B.)

4. THE GASTON COUNTY QUESTION ON PVA SIZING WAS ANSWERED WITH PUZZLED LOOKS. THERE MIGHT HAVE BEEN UNCLASSIFIED

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SOME LOSS OF MEANING IN TRANSLATION, BUT SOVIETS DID NOT

SEEM TO BE AWARE OF POLYVINYL ALCOHOL WARP SIZING. AS FAR AS EQUIPMENT FROM GASTON COUNTY IS CONCERNED, SOVIETS WANT TO SEE QUOTE DYEING, WASHING, BLEACHING - ALL KINDS FOR CARPETS UNQUOTE.

5. SOME VERY VAGUE ANSWERS CAME IN RESPONSE TO WEST POINT FOUNDRY QUESTION ON WIDTH OF DIRECT WARP. BASICALLY, WIDTH OF WARP IS RELATIVE TO TYPE OF FIBRE BEING USED. COTTON REQUIRES 100 CM. SILK REQUIRES 120 CM. WOOL NEEDS WIDTH OF 175 TO 200 CM., BUT CAN GO AS HIGH AS 250 CM. REED SPACING FOR LOOMS ALSO DEPENDENT ON TYPE OF FIBER AS GIVEN ABOVE.

6. SOVIET OFFICIALS PROMISED TO SPECIFY TYPES OF EQUIPMENT BY FIRM WITHIN TWO WEEKS OF RECEIPT OF BROCHURES. ANSWER ON FIRST 8 SHOULD COME BY DECEMBER 1. EMBASSY SUGGESTS THAT PARTICIPATING FIRMS SEND LIST OF EQUIPMENT THEY JUDGE TO HAVE BEST POTENTIAL FOR SALE ALONG WITH 20 COPIES OF CORRESPONDING TECHNICAL LITERATURE/ SALES BROCHURE. AS REPORTED, SOVIET BUYERS ARE VERY RELUCTANT TO MAKE POSITIVE RECOMMENDATIONS WITH REGARD TO DISPLAY ITEMS IN INTERNATIONAL FAIRS. IF PARTICIPATING COMPANIES WILL SUGGEST KEY ITEMS WHICH THEY WOULD LIKE TO BRING, WE FEEL THAT SOME OF THE RELUCTANCE WILL DISAPPEAR.

7. BROCHURES AND LIST OF RECOMMENDATIONS SHOULD BE SENT TO USCOMOFF AS SOON AS POSSIBLE. WE WOULD ALSO APPRECIATE RECEIVING NAMES OF FIRMS WHICH WILL BE REPRESENTED BY INTERTEX AND W.J.S.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW16608
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750402-0288
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751133/aaaabcwb.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: izenbei0
Review Comment: n/a
Review Content Flags:
Review Date: 08 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 SEP 2003 by ReddocGW>; APPROVED <17 FEB 2004 by izenbei0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: INLEGMASH 76
TAGS: BEXP, UR
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006